

Job Description: Outside Sales Associate

A Logo For You is currently seeking an entrepreneurial, self-motivated sales professional who is looking for a career with a well established promotional apparel and products company. If you have enthusiasm, attention to detail, a strong work ethic and the desire to succeed then this is a tremendous opportunity for you.

Essential Job Functions:

- Proactively pursue sales opportunities through relationship building.
- Aggressively seek and find new business within existing customers.
- Identifies current and future needs of customers and potential customers.
- Successfully identify and qualify new business opportunities.
- Assure quotas are met or exceeded monthly by acquiring new business and servicing existing customers.
- Utilize software and or programs to manage accounts, prospecting activities, and sales objectives and results.
- Maintain all account information in the database including any notes regarding conversations.
- Compile product quotes and following up in a timely manner to secure the sale.
- Market promotions and new campaigns to existing customers.
- Maintains a current and STRONG base of product and industry knowledge and apply that knowledge when servicing customers.
- Participate in sales and vendor meetings, industry conferences, networking groups and trade shows.
- Participate in weekly/monthly sales meetings with upper management.
- Responsible for carrying out tasks, meeting deadlines, and checking that all tasks are completed for your orders.
- Provides customer service and support of all customers.
- Professionally represent the company.
- Other duties as assigned.

Qualifications:

- Proven ability to make 100-200 productive contacts weekly.
- Professional phone etiquette with clear articulate phone voice.
- Self motivated, growth oriented and goal driven.
- New business development skills required.
- Strong negotiation and problem-solving skills.
- Excellent communication skills (oral, written and presentation).
- Strong detail orientation required.
- Strong computer knowledge including MS Office.
- Ability to work in a fast paced, detail oriented, fun environment.
- Ability to handle and prioritize multiple projects simultaneously.

- Minimum of three years of outside sales experience that includes marketing to a wide variety of clientele.
- Willingness to learn and participate in all aspects of the job.
- Outside sales experience in the promotional products, graphics, advertising or apparel industries is preferred.

Territories Available:

- Richmond, VA and surrounding areas
or
- Norfolk, VA and surrounding areas.

Compensation:

- 40-50K Salary and or Commission based on experience. Attractive incentive opportunities available. Benefits package.

About A Logo For You:

A Logo For You is a full-service provider of custom embroidery, screen printing, laser engraving, graphic design, promotional products, trophies and awards. We have been providing top quality **Custom Services** in Williamsburg and the surrounding Hampton Roads and Southside areas **since 1987**.

**Embroidery • Monogramming • Screen Printing • Web Stores • Graphic Design
Promotional Products • Laser Engraving • Trophies & Awards**

We have access to thousands of products and help our customers come up with **new** and **innovative** ideas for their events.

Our showroom is located in the Busch Industrial Park, just off Rt. 199, near Water Country. We are open Monday thru Friday, 8:30-5:00, and outside of these hours or location, by appointment.

Our experienced, **in house production** staff is capable of handling all Embroidery, Screen Printing, Promotional Product and Laser Engraving needs.

Come join the Logo Team today.

A Logo For You is an Equal Employment Opportunity (EEO) employer and does not discriminate on the basis of race, color, national origin, religion, gender, age, veteran status, political affiliation, sexual orientation, marital status or disability (in compliance with the Americans with Disabilities Act) with respect to employment opportunities.